

Workshop #101

- * *Sales Opportunities*
- * *The \$ Value of an Ambitious Sales Person*
- * *Analyzing Products and Services*
- * *Establishing a Client Base*
- * *Marketing Techniques*
- * *Establishing Marketing Goals*
- * *Monitoring Marketing Dollar Returns*
- * *Positioning an Appointment*
- * *Successful Closings*
- * *Monitoring and Maintaining a High Level of Financial Success.*

* **SUPPORTIVE HANDOUTS**

* **CERTIFICATE UPON COMPLETION**

If you're a

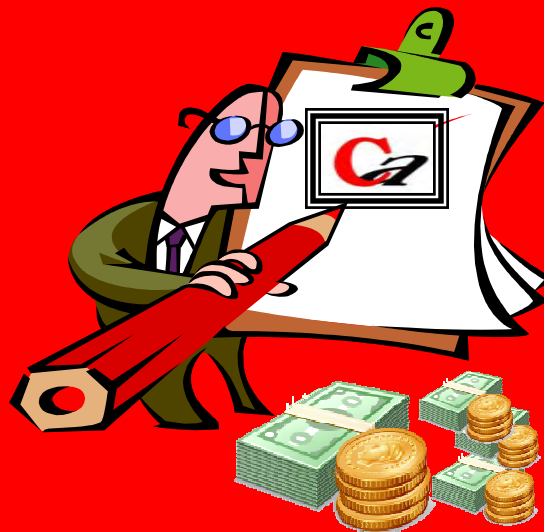
Seasoned Salesperson,
New in Sales,
A Manager,
An Owner,
or

Looking to go into Sales,

Workshop #101 is the
Workshop for You!

WE GUARANTEE IT!

SALES IS SALES

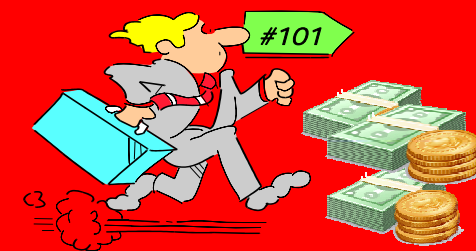


Workshop #101 The ABC's of Sales and Marketing

If you want to ...

- * *Know the ABC's of Sales*
- * *Increase Your Revenue*
- * *Advance Your Marketing Techniques*
- * *Monitor Your Marketing Dollars*

register today !



*No Previous Sales
Experience Necessary*



#101 ABC's of Sales and Marketing was written with the accumulative efforts of a husband and wife team ... two top salespeople, with over 60 years of combined SALES experience in variety of businesses and products and services.

- ⇒ Researched, developed, monitored and maintained new territories.
- ⇒ Created marketing materials.
- ⇒ Established marketing campaigns.
- ⇒ Recruited and trained numerous "Sales Teams"
- ⇒ Developed sales forms, and wrote training PowerPoint presentations.
- ⇒ Lectured throughout the United States.
- ⇒ Started several businesses:
 - Commercial Real Estate Management Co.
 - Auction Co.
 - Telemarketing Co.
 - Multi Level Programs

The various techniques will be presented in the simplest of terms, teaching many of the most used principals and concepts, that you need to succeed in sales.



for Scheduled Workshops

Or

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COMMERCIAL advantage

REGISTRATION FORM

Please register me for workshop:
#101 The ABC's of Sales and Marketing.

Name _____

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* All Registration Forms and payments **must** be received 5 days prior to the work shop date.

* Due to unforeseen circumstances beyond their control, Commercial *advantage* reserves the right to cancel classes, at which time all funds will be applied to a later workshop or refunded